



Westwood[®]

Investing Where It Counts

Westwood Holdings Group, Inc.

Overview

WHG
LISTED
NYSE.

Westwood Holdings Group, Inc. | **Overview**



Firm Overview

We are a focused investment management boutique and wealth management firm offering high-conviction equity and outcome-oriented solutions. Our investment services can address a wide range of investment objectives and challenges for institutional investors, financial intermediaries and private clients.

Core Investment Attributes

High Conviction
Outcome Oriented
Risk Aware

Investment Capabilities

U.S. Value Equity
Multi-Asset
Liquid Alternatives
Private Equity

Employee Ownership Structure

Employees and directors own equity, totaling approximately 22%²; no employee owns more than 5%

Investment Vehicles

Separate Accounts
Mutual Funds
SMA / Model
Other Pooled Vehicles

Westwood Management Corp. was founded and registered with the SEC in April 1983. Its parent company, Westwood Holdings Group, Inc., was launched as a public company in 2002, trading on the New York Stock Exchange under the symbol WHG. Except as otherwise noted, all references to or information about the “firm” or “Westwood” throughout this presentation describe Westwood Holdings Group, Inc. and its wholly owned subsidiaries, which include Westwood Management Corp., Westwood Trust and Westwood Advisors, LLC.

Investment Management

Wealth Management

Founded | 1983

AUM¹ | \$11.5 B

Employees¹ | 127

Publicly Traded | NYSE: WHG

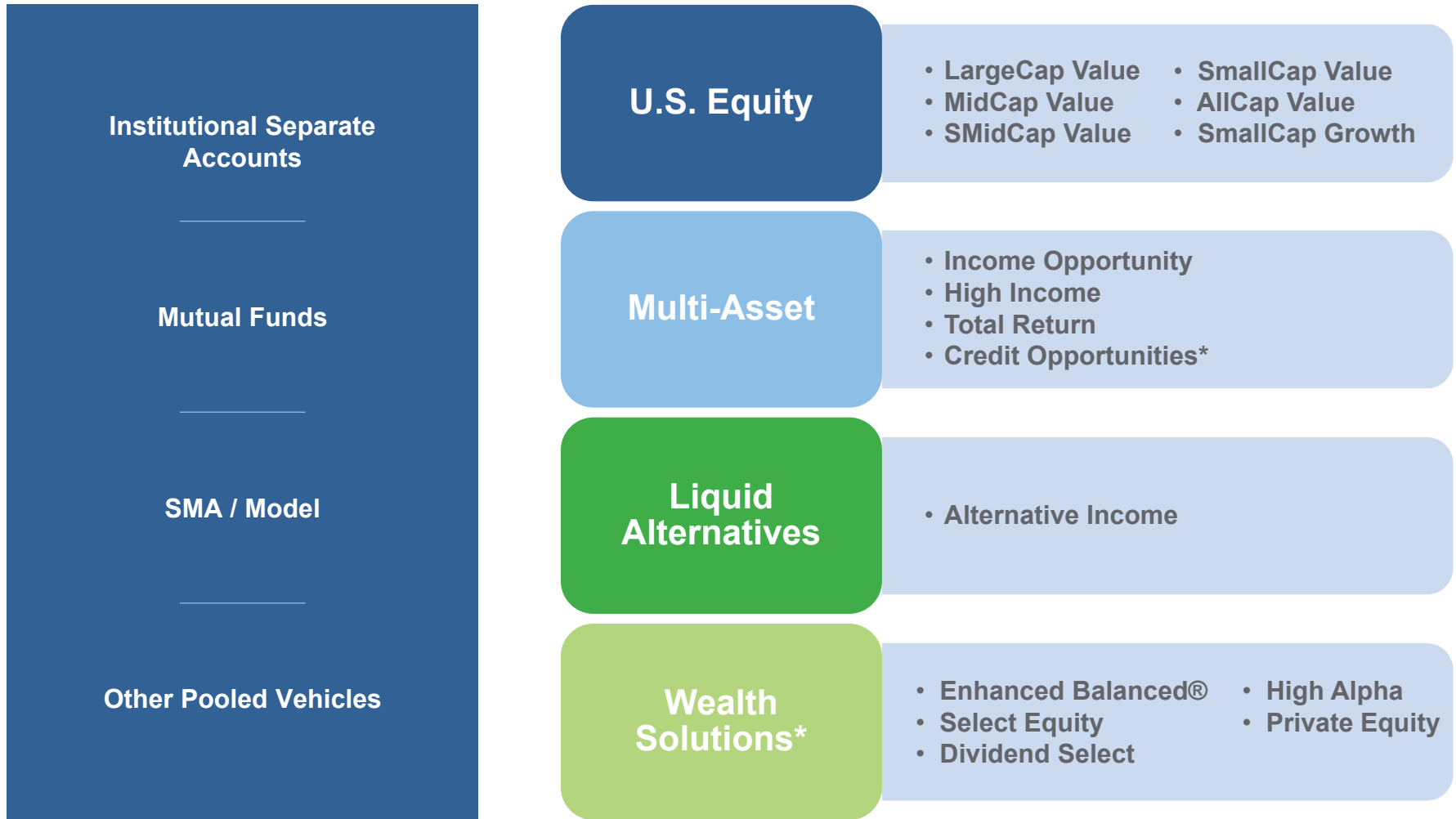
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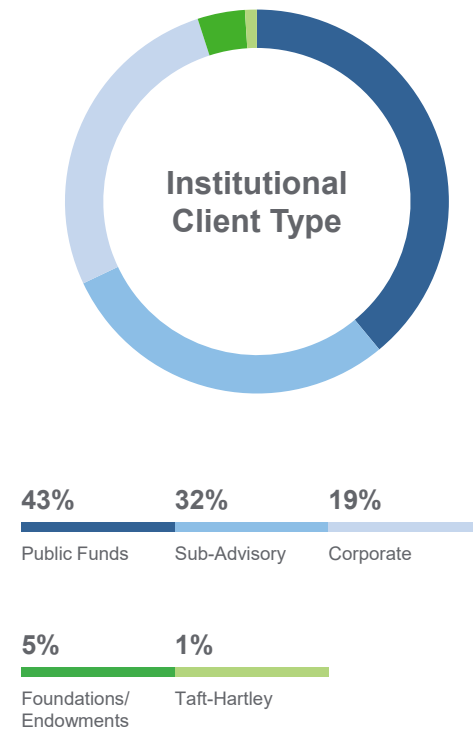
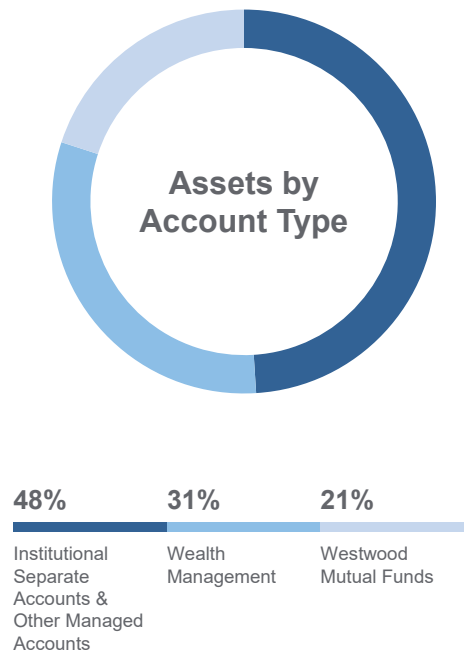
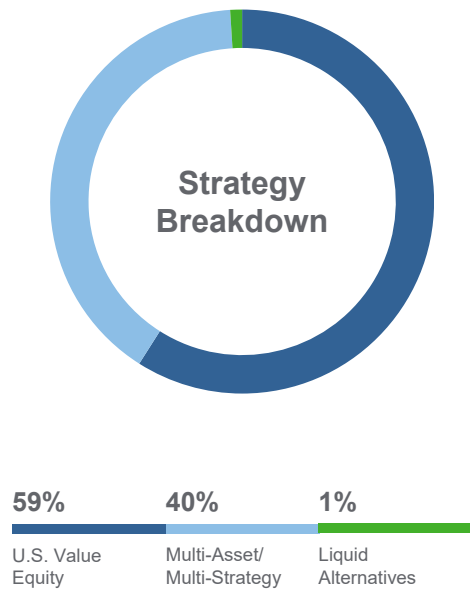
¹As of September 30, 2022

²As of March 1, 2022



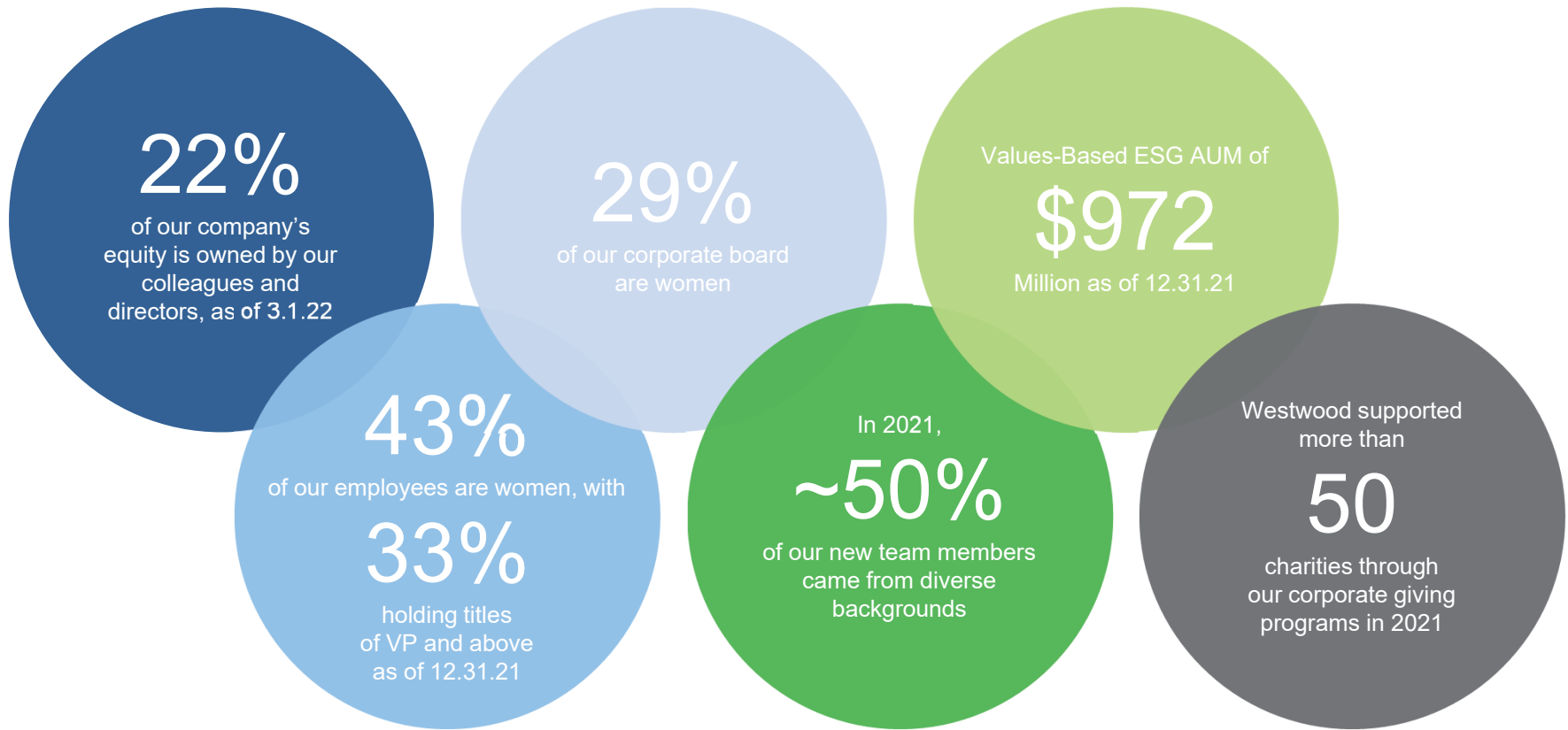


Westwood | Product and Channel Diversification



Percentages in the Strategy Breakdown and Assets by Account Type charts are based upon firm-wide assets under management as of September 30, 2022. Percentages in the Institutional Client Type chart are based upon the assets under management of Westwood Management Corp only, less assets managed for private individuals, managed accounts and collective investment trusts.





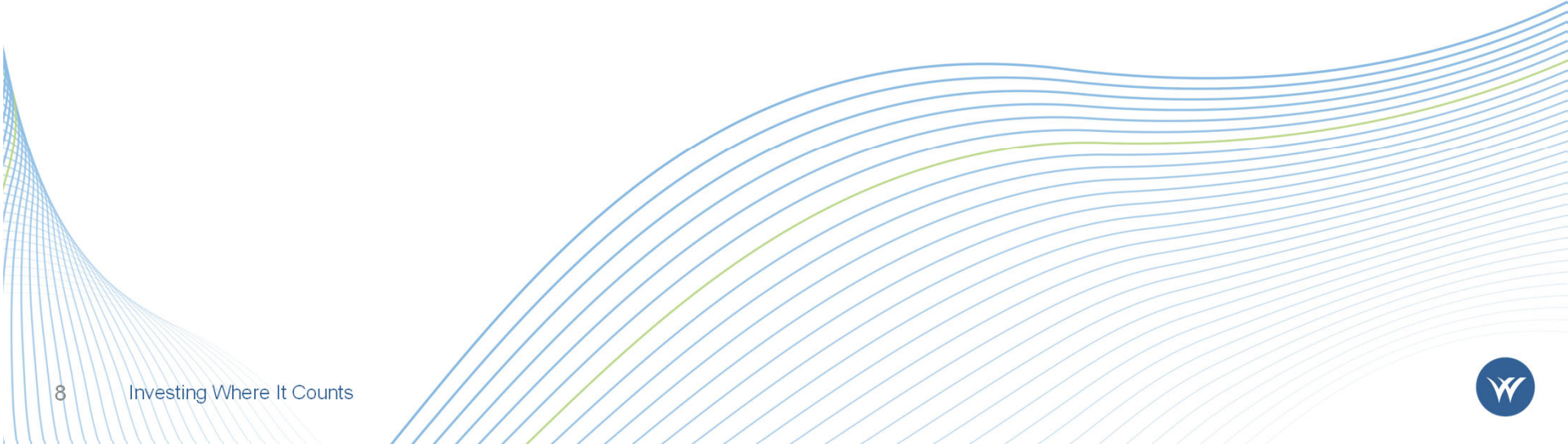
Wealth Management | **Ecosystem**



*Banking services are provided through Westwood Private Bank, a branch of Charis Bank.



Financials | **Highlights**



3Q 2022 Highlights

\$15.4M
Revenues

-\$1.2M
Net Loss

\$11.5B
Assets Under
Management

-\$225M
Net Flows



Salient Acquisition



Salient Transaction | Highlights

- May 2022 – signed definitive agreement to acquire the asset management business of Salient Partners, L.P., a Houston-based investment firm
- October 2022 – filed proxy related to proposed reorganization of Salient mutual funds into the Westwood Funds family of mutual funds; shareholder meeting in November 2022
- Integration planning activities continue; target acquisition closing November 2022, subject to timing of successful proxy vote



Attractive Valuation – Significant Year 1 EPS Accretion Is Expected

- Structured with back-end protection through prudent growth and revenue retention hurdles



Adds Complementary, Highly Differentiated Investment Capabilities Expanding and Enhancing Westwood's Multi-Asset Platform

- Significant opportunities for product extensions and innovation across real assets and liquid alternatives



Adds Three Seasoned and Well-Respected Investment Teams

- Highly regarded for their intellectual capital and thought leadership



Leverages Investment Offerings and Distribution Across Institutional and Intermediary Channels

- Accelerates Westwood's ability to capitalize on substantial investment in distribution infrastructure

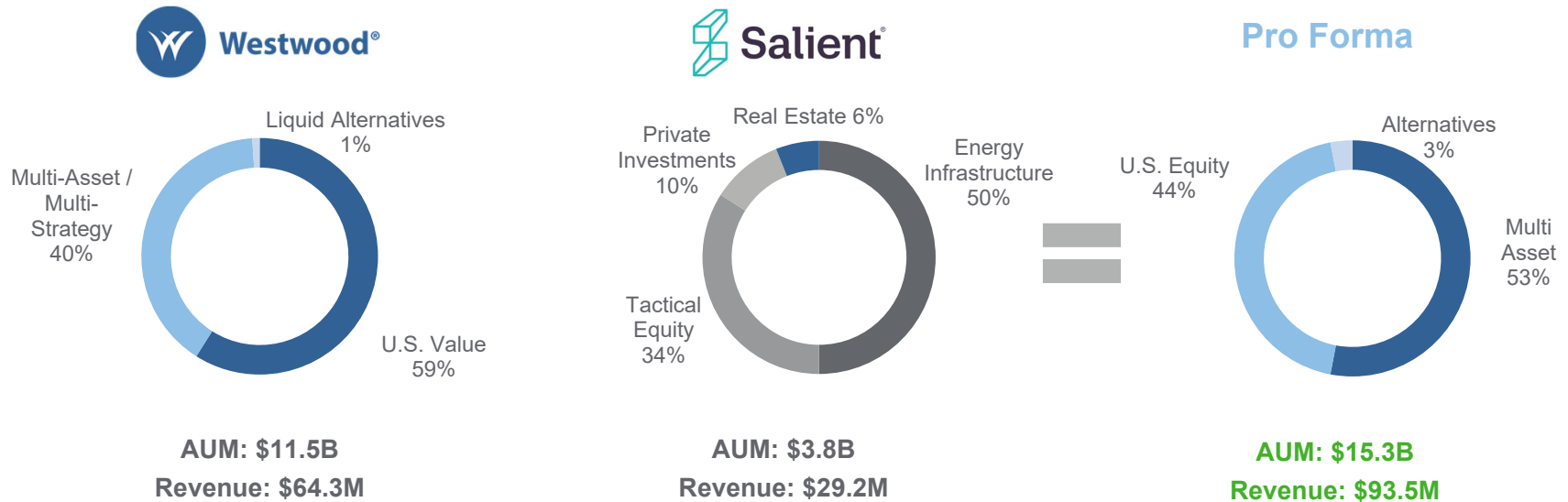
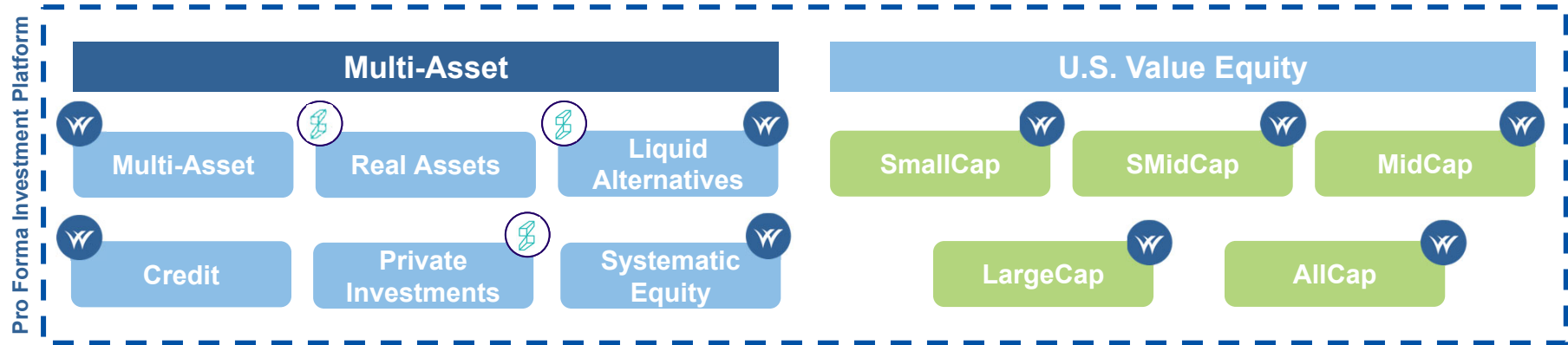


Westwood Gains Immediate Platform Access to Marquee Intermediary Firms

- Would have otherwise taken significant time and financial resources to build organically



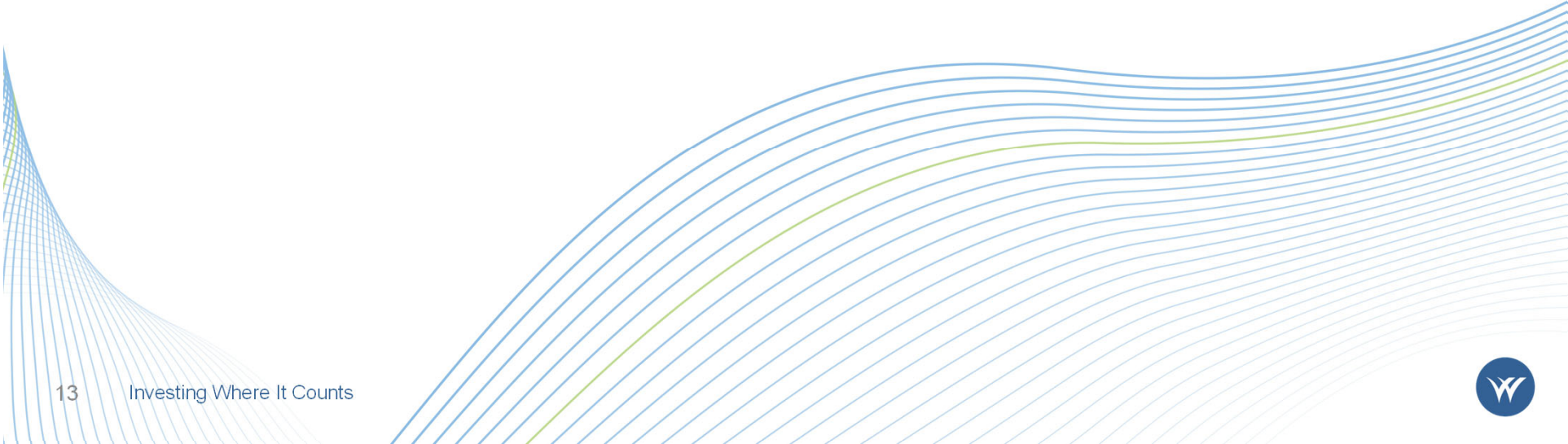
Platform Overview | Transaction Creates a Distinctive Investment Management Platform



- ✓ Diversifies the Westwood Product Footprint
- ✓ Strong Income-Oriented Strategies
- ✓ Alternatives Expertise and Highly Regarded Energy Infrastructure Team
- ✓ Opportunities Range Across the Public-Private Spectrum



Appendix



Ongoing investments in technology



InvestCloud

The backbone of our integrated system – seamlessly delivering data paired with client access via an intuitive digital experience



Mobile Integration

Anytime, anywhere account access, secure document vault, and enhanced client engagement

Foundational tech infrastructure implemented



Azure Cloud

On-premise and remote access incorporating world-class security protocols



FactSet Multi Asset Class risk analysis

Enables analysis of asset types and associated risks



Markit EDM

Data integrity and compliance



Bloomberg AIM+

Best-in-class data for trading and portfolio management





To determine if a mutual fund is an appropriate investment for you, carefully consider the Fund's investment objectives, risk factors, charges, and expenses before investing. This and other information can be found in the Fund's prospectus, which may be obtained by calling 877.FUND.WHG, or by visiting our website at www.westwoodfunds.com. Read the prospectus carefully before investing or sending money.

The Westwood Funds® are distributed by Ultimus Fund Distributors, LLC., which is not affiliated with the Adviser.

Mutual fund investing involves risk, including possible loss of principal. There can be no assurance that the Fund will achieve its stated objective, which can be found in the prospectus, or that of the strategy.

U.S. Equity and Multi-Asset Funds (I-Shares)

| Name | Symbol |
|--------------------|--------|
| Quality Value | WHGLX |
| Quality MidCap | WWMCX |
| Quality SMidCap | WHGMX |
| Quality SmallCap | WHGSX |
| Quality AllCap | WQAIX |
| SmallCap Growth | WSCIX |
| Total Return | WLVIX |
| Income Opportunity | WHGIX |
| High Income | WHGHX |
| Alternative Income | WMNIX |



Reconciliation of **Net Loss to Economic Earnings**

We are providing a performance measure that we refer to as Economic Earnings. Both our management and Board of Directors review Economic Earnings to evaluate our ongoing performance, allocate resources and determine our dividend policy. We also believe that this performance measure is useful for management and investors when evaluating our underlying operating and financial performance and our available resources. We do not advocate that investors consider these non-GAAP measures without also considering financial information prepared in accordance with GAAP.

We define Economic Earnings as net loss plus non-cash stock-based compensation expense, amortization of intangible assets and deferred taxes related to goodwill. Although depreciation on fixed assets is a non-cash expense, we do not add it back when calculating Economic Earnings because depreciation charges represent an allocation of the decline in the value of the related assets that will ultimately require replacement. In addition, we do not adjust Economic Earnings for tax deductions related to restricted stock expense or amortization of intangible assets.

The following table provides a reconciliation of net loss to Economic Earnings for the three months ended September 30, 2022 (\$ thousands):

| | September 30, 2022 |
|---|---------------------------|
| Net loss | \$(1,175) |
| Add: Stock-based compensation expense | 1,509 |
| Add: Intangible amortization | 407 |
| Add: Tax benefit from goodwill amortization | 59 |
| Economic Earnings | 800 |



Westwood | Forward-Looking Statements

Statements in this presentation that are not purely historical facts, including, without limitation, statements about our expected future financial position, preliminary estimates, results of operations or cash flows, as well as other statements including, without limitation, words such as “anticipate,” “believe,” “plan,” “estimate,” “expect,” “intend,” “should,” “could,” “goal,” “may,” “target,” “designed,” “on track,” “comfortable with,” “optimistic” and other similar expressions, constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Actual results and the timing of some events could differ materially from those projected in or contemplated by the forward-looking statements due to a number of factors, including, without limitation, those set forth below:

- the composition and market value of our AUM;
- our ability to maintain our fee structure in light of competitive fee pressures;
- risks associated with actions of activist stockholders;
- distributions to our common stockholders have included and may in the future include a return of capital;
- inclusion of foreign company investments in our AUM;
- regulations adversely affecting the financial services industry;
- our ability to maintain effective cyber security;
- litigation risks;
- our ability to develop and market new investment strategies successfully;
- our reputation and our relationships with current and potential customers;
- our ability to attract and retain qualified personnel;
- our ability to perform operational tasks;
- our ability to select and oversee third-party vendors;
- our dependence on the operations and funds of our subsidiaries;
- our ability to maintain effective information systems;
- our ability to prevent misuse of assets and information in the possession of our employees and third-party vendors, which could damage our reputation and result in costly litigation and liability for our clients and us;
- our stock is thinly traded and may be subject to volatility;
- our organizational documents contain provisions that may prevent or deter another group from paying a premium over the market price to our stockholders to acquire our stock;
- competition in the investment management industry;
- our ability to avoid termination of client agreements and the related investment redemptions;
- the significant concentration of our revenues in a small number of customers;
- our relationships with investment consulting firms;
- the impact of the COVID-19 pandemic;
- our ability to identify and execute on our strategic initiatives;
- our ability to declare and pay dividends;
- our ability to fund future capital requirements on favorable terms;
- our ability to properly address conflicts of interest;
- our ability to maintain adequate insurance coverage; and
- our ability to maintain an effective system of internal controls.

Additional factors that could cause our actual results to differ materially from our expectations are discussed under the section entitled “Risk Factors” in our Form 10-K for the year ended Dec. 31, 2021 and our quarterly report on Form 10-Q for the quarters ended March 31, 2022, June 30, 2022 and September 30, 2022 which together with our other filings can be viewed at www.sec.gov. You should not unduly rely on these forward-looking statements. Except as required by law, we are not obligated to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of this investor presentation or to reflect the occurrence of unanticipated events or otherwise.





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